

BUSINESS THE SOLAR ADVANTAGE

MAKE SOLAR YOUR NEW BUSINESS PLAN

Thousands of California businesses have decided to “Go Solar.” Why? Because solar energy is reliable and can help cut costs on monthly bills by generating power needs when electricity prices can be at their highest. Additionally, by installing a solar generating system, California businesses demonstrate an awareness of sustainability practices and an engagement with their communities, adding distinction to their brand and building a positive work environment that employees and their customers value. And now, businesses receive the additional benefits of free interconnection and Net Energy Metering (NEM).

MODEL YOUR BUSINESS WITH ENERGY EFFICIENCY

Making your business energy efficient before installing a solar generating system with the California Solar Initiative (CSI) may significantly reduce the upfront costs of your system. California also provides rebates for hundreds of varying types of energy efficiency upgrades. Contact your Program Administrator to learn more.



IMPROVE YOUR BOTTOM LINE

CSI rebates offered through your Program Administrator, plus a 30 percent federal tax credit* and accelerated depreciation, can reduce the cost of your system by more than 50 percent, depending on your individual circumstances.

*Based on the overall solar generating system cost



“GOING SOLAR” MADE SIMPLE

1. **Take an Energy-Efficiency Audit:** First, find where your business is losing money through wasted energy. By identifying conservation and energy-efficiency opportunities and addressing them first, your business may potentially save thousands off of its solar generating system costs.
2. **Find a Contractor:** Quality contractors are your key to a high-performance system and higher rebates. If your business installs its own solar generating system, contact at least three licensed* contractors to compare competitive bids. If your business signs a Power Purchase Agreement with a solar contractor, the system owner will manage the contracting process as well as performance monitoring and reporting systems.
**Eligible contractors must have an A, B, C-10 or C-46 license. Roofing contractors must have a C-36 license and adhere to the limits of its authority.*
3. **Install a Solar Generating System:** Your contractor can handle all of your business’ installation needs and questions, including local building permits and any necessary inspections. Most commercial solar generating systems are installed in a few days, with no lengthy power shut-offs or interruptions to normal business operations.
4. **Claim Your Rebate:** This is calculated by the expected or actual performance of your system and other site attributes. Once your business receives written approval from the utility provider to operate its generating system, you can submit the rebate claim. You can claim the rebates yourself or you can assign them to your contractor.
5. **Get Net Energy Metering:** NEM provides your business with a credit for the electricity it produces in excess of what it consumes. Applying that credit to charges for your business’ electric usage over a 12-month period may generate significant savings.

BOOST YOUR REPUTATION

Solar business owners report enhanced customer awareness, increasing sales volume and driving revenue. As customers put a value on environmental responsibility and community involvement, a demonstrated commitment to environmentally sustainable business practices can add distinction to your brand. Plus, businesses prefer working with firms that share similar philosophies, so as the solar movement spreads, your sustainable leadership may attract the attention of valuable business clients.

NET ENERGY METERING: GET CREDIT FOR THE ELECTRICITY YOU PRODUCE

NEM is a special billing arrangement that allows your business to receive credit for the full retail value of the electricity its system generates and exports to the electricity grid. Your special net energy meter keeps track of the electricity your business generates and consumes. Over a 12-month period, your business pays for the *net amount* of electricity that is supplied to it by the utility, less any generation export credit that has been accrued—saving your business money.



LEARN MORE

Visit California's one-stop shop for solar rebate and installation information, www.GoSolarCalifornia.ca.gov.

Here, you can:

- Download the CSI Consumer Guide.
- View helpful CSI program statistics and reports showing where solar systems are installed and how much average solar systems cost.
- Obtain a copy of the CSI Program Handbook, where you can learn about equipment eligibility.
- View a list of eligible solar contractors as well as eligible solar electric equipment, Performance Monitoring and Reporting Service Providers and Performance Data Providers.
- Use the Clean Power Estimator, which enables your business to estimate its solar savings.
- Learn about energy-efficiency rebates offered through your Program Administrator.

CSI PROGRAM ADMINISTRATOR CONTACT INFORMATION

California Center for Sustainable Energy (for SDG&E customers)

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Pacific Gas and Electric Company

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This fact sheet is intended to be an overview and introduction to the CSI Program. It is not intended to replace the CSI Program Handbook. If there are differences between the Handbook and this fact sheet, the Handbook shall prevail. Please see the most recent version of the Handbook for the most up-to-date information at www.GoSolarCalifornia.ca.gov/documents.

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